

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 168971

14

ORIGIN ARA-10

INFO OCT-01 ISO-00 COME-00 EB-07 /018 R

DRAFTED BY ARA/ECA:JMSMITH,JR:SO

APPROVED BY ARA/ECA:RWZIMMERMANN

----- 059427

R 081758Z JUL 76

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

LIMITED OFFICIAL USE STATE 168971

E.O. 11652: N/A

TAGS: BEXP, AR

SUBJECT: ENTEL CONTRACT FOR TELEX EXCHANGES

1. FREDERICK ELECTRONICS, OF FREDERICK MARYLAND, A WHOLLY-OWNED SUBSIDIARY OF THE PLANTRONICS CORPORATION, REQUESTS EMBASSY SUPPORT FOR ITS EFFORTS TO SECURE A CONTRACT TO SUPPLY 6400 TELEX LINE EXCHANGES TO ENTEL. FREDERICK SAYS ITS \$16 MILLION BID, WHICH WAS SUBMITTED THROUGH ITS ARGENTINE REPRESENTATIVE WESTEC, WAS THE ONLY ONE FULLY COMPETITIVE WITH THE SPECIFICATIONS IN THE TENDER. THE THREE OTHER BIDDERS, NIPPON ELECTRIC, SIEMENS, AND OLIVETTI, SUBMITTED BIDS FOR ABOUT HALF THIS AMOUNT, BUT COVERING LESS ADVANCED EQUIPMENT. FREDERICK PUT IN AN ALTERNATE BID OF \$8 MILLION, WHICH IT CONSIDERS COMPETITIVE WITH THOSE OF THE NON-US BIDDERS. FREDERICK ALSO FEELS THAT FOR CERTAIN FEATURES REQUESTED BY ENTEL, E.G. ELECTRONIC SWITCHES, IT IS THE ONLY BIDDER WITH A DEMONSTRATED CAPABILITY. FREDERICK BELIEVES IT IS AT A DISADVANTAGE BECAUSE OF ITS INABILITY TO OBTAIN EXIMBANK FINANCING. IT HAS THE IMPRESSION THAT OLIVETTI IS THE FAVORED BIDDER AND HAS OBTAINED ITALIAN GOVERNMENT FINANCIAL SUPPORT.

2. THE EMBASSY IS REQUESTED TO CONSULT WITH WESTEC AND TO

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 168971

RENDER WHATEVER SUPPORT SEEMS APPROPRIATE TO THE FREDERICK

ELECTRONICS BID. KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 JUL 1976
Decapton Date: 01 JAN 1960
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE168971
Document Source: CORE
Document Unique ID: 00
Drafter: JMSMITH,JR:SO
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760264-0751
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760778/aaaacqnn.tel
Line Count: 62
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 14 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 JUL 2004 by ElyME>; APPROVED <22 OCT 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ENTEL CONTRACT FOR TELEX EXCHANGES
TAGS: BEXP, AR
To: BUENOS AIRES
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006